

## Message Text

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ACTION COME-00

INFO OCT-01 EA-11 ISO-00 EB-11 DRC-01 RSC-01 /025 W

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R 160953Z NOV 73

FM AMEMBASSY MANILA

TO SECSTATE WASHDC 9235

UNCLAS MANILA 12923

E.O. 11652: NA

TAGS: BGEN, XX

SUBJ: COMMERCIAL INTELLIGENCE COMPUTER LIST BUILDING

REF: A. STATE A-11780, DECEMBER 5, 1972; B. STATE A-12390,  
DECEMBER 26, 1972; C. STATE A-9099, NOVEMBER 2, 1973;  
D. STATE A-9098, NOVEMBER 2, 1973.

1. UNTIL LESS THAN ONE YEAR AGO WTDR'S PREPARED BY FOREIGN SERVICE POSTS SERVED AS THE MAJOR INPUT INTO FOREIGN TRADER'S INDEX. IN INTEREST OF REDUCING POST WORKLOAD AND SPEEDING WTDR REPLIES, BULK OF WTDR REPORTING WAS CONVERTED TO TELEGRAPHIC FORMAT, WHICH BECAUSE OF ELIMINATION OF SIC CODING CAUSED THIS WTDR INPUT INTO FOREIGN TRADER'S INDEX TO BE TERMINATED (REFS A AND B). NOW, IT HAVING BEEN NOTED THAT INPUT INTO FTI HAS DROPPED WITH DISCONTINUANCE OF INPUT FROM TELEGRAPHIC WTDR'S (REF.C, P.11 OF ENCLOSURE), POSTS HAVE BEEN PROVIDED BY REF D WITH A NEW FORM FOR EXPANDED FTI REPORTING. THIS NEW FTI FORM DUPLICATES TELEGRAPHIC WTDR IN EVERY RESPECT EXCEPT THAT IT CONTAINS SIC AND BUSINESS CODES AS ADDITIONAL INFORMATION.

2. THUS, AFTER ONE YEAR OF REVISING SYSTEM WITH AIM OF REDUCING WORKLOAD, PROCEDURE BEING CREATED WITH POTENTIAL TO DOUBLE OUTPUT OF PAPER. INSTEAD OF FILING ONE WTDR, WHICH AUTOMATICALLY WENT INTO FTI, POSTS WILL NOW FILE WTDR PLUS AN FTI REPORT WHOSE FUNCTION WILL BE TO RESTORE THE CODES ELIMINATED FROM WTDR.

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3. EMBASSY WOULD LIKE TO SUGGEST THAT BEFORE REVISED

PROCEDURES CAST IN CONCRETE, THEY BE GIVEN FURTHER THOUGHT.

4. EMBASSY WOULD AGREE THAT IF FTI IS TO CONTAIN SUFFICIENT NAMES, AS IN PAST, ALL SUITABLE WTDR'S OUGHT TO BE USED FOR FTI. TO ACCOMPLISH THIS, SINCE TELEGRAPHIC WTDR'S CONTAIN ALL NECESSARY DATA EXCEPT CODES, IT WOULD SEEM LOGICAL TO EITHER; A. RESTORE CODES TO WTDR'S OR B. SUBMIT CODES AND NOTHING ELSE

WHEN FILING TFI REPORT. EMBASSY'S SUGGESTION WOULD BE TO INCLUDE IN TELEGRAPHIC WTDR BUSINESS CODES AND 2-3 DIGIT SIC. ADDITION THIS INFORMATION WOULD NOT BE TIME-CONSUMING. FOR MOST PURPOSES FOR WHICH TRADE LISTS USED, MORE DETAILED CODING PRESENTLY ENVISAGED FOR FTI IS DISPENSABLE.

5. WOULD ALSO SUGGEST THAT CONSIDERATION BE GIVEN TO INCLUSION IN FTI OF COMPANIES LISTED IN BUSINESS DIRECTORIES WHICH MANILA AND MOST OTHER POSTS CAN SUPPLY DIRECTLY TO COMMERCE, EMBASSY REGULARLY RECEIVED INQUIRIES FROM U.S. FIRMS WHO HAVE ALREADY GOTTEN COMMERCE TRADE LISTS BUT WOULD LIKE A MORE COMPLETE LISTING. IN MANY CASES SUCH A LISTING COULD BE PROVIDED IF COMMERCE WERE TO TAKE COMPANY LISTINGS FROM DIRECTORIES AND INCLUDE THEM IN FTI. NAME, ADDRESS, TELEPHONE, OFFICERS, AND PRODUCT INFORMATION ADEQUATE FOR 2-3 DIGIT SIC CODING AVAILABLE IN COMMONLY USED PHILIPPINE DIRECTORY, SO SUBSTANTIAL INCREASE IN COMPUTER LIST POSSIBLE WITH NO ADDITIONAL WORKLOAD ON POST.  
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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Subject:** COMMERCIAL INTELLIGENCE COMPUTER LIST BUILDING  
**TAGS:** BGEN, XX  
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